



Decide with Confidence

## ATTACHMENT E

## Business Information Report

Print this Report

 Report Printed: FEB 04 2003  
 In Date

## BUSINESS SUMMARY

**SANTANNA NATURAL GAS CORP**

SANTANNA ENERGY SERVICES

**6805 N. Capital Of Tx Hwy, Ste 270****Moved From: 6805 N Capital Of Texas Hwy Ste-270, Austin, Tx  
Austin, TX 78731**
 This is a **headquarters** location.  
 Branch(es) or division(s) exist.
**Web site:** www.ses4gas.com**Telephone:** 512 346-2500**Chief executive:** T WAYNE GATLIN, CHB-CEO-  
PRES**Year started:** 1988**Employs:** 55 (28 here)**Financial statement  
date:** DEC 31 2001**Sales F:** \$65,000,000**Net worth F:** \$1,162,388**History:** CLEAR**Financial condition:** GOOD**D-U-N-S Number:** 18-921-1121**SIC:** 5172**Line of business:** Whol natural gas**D&B Rating:** 3A2**Financial strength:** 3A is \$1 to 10 million.**Composite credit  
appraisal:** 2 is good.**D&B PAYDEX®:****12-Month D&B PAYDEX: 78**When weighted by dollar amount, payments to  
suppliers average 3 days beyond terms.

Based on trade collected over last 12 months.

## SPECIAL EVENTS

08/26/2002

Business address has changed from 6805 N Capital Of Texas Hwy Ste-270, Austin, TX, 78731 to 6805 N. Capital Of  
Tx Hwy, Ste 270, Austin, TX, 78731.

## SUMMARY ANALYSIS

**D&B Rating:** 3A2**Financial strength:** 3A indicates \$1 to 10 million.**Composite credit appraisal:** 2 is good.
 The Rating was changed on May 3, 2002 because D&B's analysis of the financial statement supports a higher Rating.  
 This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For

more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 02/20/92:

| D&B Rating | Date Applied |
|------------|--------------|
| 3A2        | 05/03/02     |
| 2A3        | 12/04/01     |
| 2A4        | 08/01/01     |
| 2A3        | 04/30/01     |
| 1A2        | 03/31/00     |
| 3A2        | 04/09/98     |
| 2A2        | 08/18/97     |
| 3A1        | 04/20/94     |
| 2A2        | 04/16/93     |
| 1A2        | 02/20/92     |

The Summary Analysis section reflects information in D&B's file as of February 3, 2003.

#### CUSTOMER SERVICE

Got a question about D&B Express? Need help using one of our small business services? No problem! Our dedicated team of friendly support technicians is only a mouse click or phone call away.



Click here to email us with your questions at [DNBExpressSupport@dnb.com](mailto:DNBExpressSupport@dnb.com).



If you'd like to speak with one of our member support technicians directly, call toll-free 1-866-834-4630, Monday thru Friday, 7:30 AM to 7:00 PM CST.

#### HISTORY

The following information was reported **08/26/2002**:

**Officer(s):** T WAYNE GATLIN, CHAIRMAN-CHIEF EXECUTIVE OFFICER-PRESIDENT  
GREG RABAEY, EX VPRES-TECHNICAL  
RICHARD MCDONALD, SEC-TREAS-CONTRL  
DOUGLAS CUELLER, V PRES

**DIRECTOR(S):** THE OFFICER(S)

Corporate details are being requested.

Business started 1988 by T Wayne Gatlin, Thomas Cook, and Jesse Smith. 75% of capital stock is owned by T Wayne Gatlin. 20% of capital stock is owned by Doug Cueller. 5% of capital stock is owned by Greg Rabaey.

T WAYNE GATLIN born 1948. 1972 graduated from Mississippi State University, Starkville, MS. 1972-78 was with Shell Oil Co, New Orleans, LA as petroleum engineer. 1978-85 with Damson Oil in Houston, TX as senior production engineer. 1985-87 was with Pioneer Western, Tampa, FL as vice president; discontinued in a satisfactory manner. 1987-89 president of Resources Development & Marketing in Norman, OK discontinued successfully. 1988-present co-founded this business.

GREG RABAEY born 1961. 1996 to present active here. Worked as programmer and developer for eleven. Has PH.D in physics.

RICHARD MCDONALD. Active here since 2000.

DOUGLAS CUELLER. active here since 1991.

---

**Affiliate:**

The following is related through common ownership and/or financial interest. Women's Natural Gas Corp, Austin, TX, started 1991. DUNS #18-177-2575. Operates as a wholesaler of natural gas. Intercompany relations: None reported by management.

Business address has changed from 6907 Capital Of Texas Hwy Ste 332, Austin, TX, 78731 to 6805 N Capital Of Texas Hwy Ste-270, Austin, TX, 78731.

Business address has changed from 6805 N Capital Of Texas Hwy Ste-270, Austin, TX, 78731 to 6805 N. Capital Of Tx Hwy, Ste 270, Austin, TX, 78731.

**BUSINESS REGISTRATION**

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF FEB 03 2003:

**Registered Name:** SANTANNA NATURAL GAS CORPORATION

**Business type:** DOMESTIC CORPORATION

**Date organized:** MAY 12 1988

**State of organization:** TEXAS

**Filing date:** MAY 12 1988

**Registration ID:** 0107672200

**Duration:** PERPETUAL

**Status:** IN EXISTENCE

**Where filed:** SECRETARY OF STATE, AUSTIN, TX

**Registered agent:** C T CORP SYSTEM, 1021 MAIN STREET, STE. 1150, HOUSTON, TX, 770020000

**Principals:** T W GATLIN, PRESIDENT, 6907 CAP OF TX HWY N STE 332, AUSTIN, TX, 787310000  
T W GATLIN, DIRECTOR, 6907 CAP OF TX HWY N STE 332, AUSTIN, TX, 787310000  
GREGORY RADAWY, VICE PRESIDENT  
GREGORY RADAWY, DIRECTOR  
DOUGLAS CUELLER, VICE PRESIDENT  
DOUGLAS CUELLER, DIRECTOR  
RICHARD MCDONALD, SECRETARY  
RICHARD MCDONALD, TREASURER  
RICHARD MCDONALD, DIRECTOR

**OPERATIONS**

08/26/2002

**Description:** Wholesales natural gas and electricity as a marketer (100%). The business does not maintain inventory. Services over 4,000 facilities.

Terms are net 10 days. Has 10000 account(s). Territory : United States.

Nonseasonal.

**Employees:** 55 which includes officer(s). 28 employed here.

**Facilities:** Rents 8,500 sq. ft. on 3rd floor of a multi story brick building.

**Location:** Suburban business section on main highway.

**Branches:** The business operates branch locations in Skaneateles, New York and Hinsdale, IL. Both locations operate as sales offices.

## SIC &amp; NAICS

## SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

51720100

Gases

## NAICS:

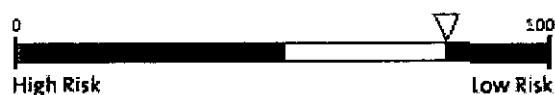
424720 Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)

## D&amp;B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 23 payment experiences as reported to D&B by trade references.

**3-Month D&B PAYDEX: 79**

When weighted by dollar amount, payments to suppliers average 2 days beyond terms.



Based on trade collected over last 3 months.

**12-Month D&B PAYDEX: 78**

When weighted by dollar amount, payments to suppliers average 3 days beyond terms.



Based on trade collected over last 12 months.

When dollar amounts are not considered, then approximately 94% of the company's payments are within terms.

## PAYMENT SUMMARY

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

|                        | Total<br>Rcv'd<br>(#) | Total Dollar<br>Amts<br>(\$) | Largest High<br>Credit<br>(\$) | Within<br>Terms<br>(%) | Days Slow<br><31 31-60 61-90 90><br>(%) |    |   |    |
|------------------------|-----------------------|------------------------------|--------------------------------|------------------------|-----------------------------------------|----|---|----|
| <b>Top industries:</b> |                       |                              |                                |                        |                                         |    |   |    |
| Telephone communictns  | 4                     | 6,750                        | 5,000                          | 100                    | -                                       | -  | - | -  |
| Short-trm busn credit  | 4                     | 3,250                        | 2,500                          | 100                    | -                                       | -  | - | -  |
| Nonclassified          | 3                     | 3,250                        | 2,500                          | 100                    | -                                       | -  | - | -  |
| Misc business service  | 2                     | 3,500                        | 2,500                          | 100                    | -                                       | -  | - | -  |
| Misc business credit   | 1                     | 7,500                        | 7,500                          | 100                    | -                                       | -  | - | -  |
| Ret mail-order house   | 1                     | 1,000                        | 1,000                          | 50                     | -                                       | 50 | - | -  |
| Public finance         | 1                     | 1,000                        | 1,000                          | 100                    | -                                       | -  | - | -  |
| Ret-direct selling     | 1                     | 1,000                        | 1,000                          | 100                    | -                                       | -  | - | -  |
| Custom programming     | 1                     | 1,000                        | 1,000                          | 50                     | -                                       | -  | - | 50 |
| Ret computer/software  | 1                     | 1,000                        | 1,000                          | 100                    | -                                       | -  | - | -  |
| OTHER INDUSTRIES       | 4                     | 350                          | 250                            | 100                    | -                                       | -  | - | -  |

**Other payment categories:**

|                        |   |   |   |
|------------------------|---|---|---|
| Cash experiences       | 0 | 0 | 0 |
| Payment record unknown | 0 | 0 | 0 |
| Unfavorable comments   | 0 | 0 | 0 |

**Placed for collections:**

|                     |    |        |       |
|---------------------|----|--------|-------|
| With D&B            | 0  | 0      |       |
| Other               | 0  | N/A    |       |
| Total in D&B's file | 23 | 29,600 | 7,500 |

The highest **Now Owes** on file is \$750

The highest **Past Due** on file is \$500

D&B receives nearly 400 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

**PAYMENT DETAILS****Detailed payment history**

| Date Reported<br>(mm/yy) | Paying Record   | High Credit<br>(\$) | Now Owes<br>(\$) | Past Due<br>(\$) | Selling Terms   | Last Sale<br>Within<br>(months) |
|--------------------------|-----------------|---------------------|------------------|------------------|-----------------|---------------------------------|
| 12/02                    | Ppt             | 7,500               | 0                | 0                | Lease Agreeemnt | 1 mo                            |
|                          | Ppt             | 5,000               | 0                | 0                |                 | 2-3 mos                         |
|                          | Ppt             | 2,500               | 500              | 0                |                 | 1 mo                            |
|                          | Ppt             | 2,500               | 750              | 0                |                 |                                 |
|                          | Ppt             | 1,000               | 750              | 0                |                 | 1 mo                            |
|                          | Ppt             | 1,000               | 500              | 0                | N30             | 1 mo                            |
|                          | Ppt             | 1,000               | 0                | 0                |                 | 1 mo                            |
|                          | Ppt             | 750                 | 750              | 0                |                 | 1 mo                            |
|                          | Ppt             | 500                 | 100              | 0                |                 | 1 mo                            |
|                          | Ppt             | 250                 | 0                | 0                |                 | 4-5 mos                         |
|                          | Ppt             | 0                   | 0                | 0                |                 | 6-12 mos                        |
|                          | Ppt             | 0                   | 0                | 0                |                 | 2-3 mos                         |
|                          | Ppt-Slow 60     | 1,000               | 0                | 0                | N30             | 4-5 mos                         |
| 11/02                    | Ppt             |                     |                  |                  | Lease Agreeemnt |                                 |
|                          | Ppt             | 250                 | 50               | 0                |                 | 1 mo                            |
| 10/02                    | Ppt             | 2,500               | 0                | 0                |                 | 1 mo                            |
|                          | Ppt             | 1,000               | 0                | 0                |                 | 2-3 mos                         |
|                          | Ppt             | 250                 | 0                | 0                |                 | 6-12 mos                        |
|                          | (019)           | 50                  |                  |                  |                 | 1 mo                            |
| Â                        | Â Satisfactory. |                     |                  |                  |                 |                                 |
| 04/02                    | Ppt             | 1,000               |                  |                  |                 | 2-3 mos                         |
| 03/02                    | Ppt             | 50                  | 0                | 0                | N30             | 6-12 mos                        |
|                          | Ppt-Slow 120+   | 1,000               | 500              | 500              |                 | 2-3 mos                         |
| 02/02                    | Ppt             | 500                 | 250              | 0                |                 | 1 mo                            |

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

**FINANCE**

08/26/2002

## Three-year statement comparative:

|                   | Fiscal<br>Dec 31 1998 | Fiscal<br>Dec 31 1999 | Fiscal<br>Dec 31 2001 |
|-------------------|-----------------------|-----------------------|-----------------------|
| Current Assets    | 2,027,465             | 2,267,491             | 5,103,648             |
| Current Liabs     | 1,246,537             | 1,647,826             | 4,521,382             |
| Current Ratio     | 1.63                  | 1.38                  | 1.13                  |
| Working Capital   | 780,928               | 619,665               | 582,266               |
| Other Assets      | 100,513               | 72,531                | 865,839               |
| Net Worth         | 427,491               | 692,196               | 1,162,388             |
| Sales             | 19,672,516            | 16,898,016            | 31,215,286            |
| Long Term Liab    | 453,950               | 0                     | 285,717               |
| Net Profit (Loss) | 107,352               | 265,735               | 5,917                 |

## Fiscal statement dated DEC 31 2001:

| Assets              |                  | Liabilities       |                  |
|---------------------|------------------|-------------------|------------------|
| Cash                | 2,099,940        | Accts Pay         | 4,385,201        |
| Accts Rec           | 3,003,708        | Taxes             | 3,439            |
|                     |                  | Benefits Payable  | 132,742          |
| <b>Curr Assets</b>  | <b>5,103,648</b> | <b>Curr Liabs</b> | <b>4,521,382</b> |
| Fixt & Equip        | 104,598          | Notes Payable     | 285,717          |
| Prepaid Natural Gas | 761,241          | CAPITAL STOCK     | 3,000            |
|                     |                  | ADDIT. PD.-IN CAP | 382,268          |
|                     |                  | RETAINED EARNINGS | 777,120          |
| <b>Total Assets</b> | <b>5,969,487</b> | <b>Total</b>      | <b>5,969,487</b> |

From JAN 01 2001 to DEC 31 2001 annual sales \$65,000,000.

Extent of audit, if any, not indicated.

Accounts receivable shown net less \$636,533 allowance. Fixed assets shown net less \$122,270 depreciation.

Statements item explanations were not provided.

On August 15, 2002, Richard McDonald, Sec-Treas, confirmed company name, address, principals, annual sales and operational information using Dun & Bradstreet's Internet-based update method (eUpdate) at www.dnb.com.

## KEY BUSINESS RATIOS

Statement date: DEC 31 2001  
Based on this number of establishments: 80

| Firm                         |       | Industry Median              |       |
|------------------------------|-------|------------------------------|-------|
| Return of Sales:             | UN    | Return of Sales:             | 0.7   |
| Current Ratio:               | 1.1   | Current Ratio:               | 1.4   |
| Assets / Sales:              | 9.2   | Assets / Sales:              | 25.0  |
| Total Liability / Net Worth: | 413.6 | Total Liability / Net Worth: | 178.6 |

UN = Unavailable

## PUBLIC FILINGS

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

## SUITS

**Suit amount:** \$200,000  
**Status:** Pending  
**CASE NO.:** 97L 741  
**Plaintiff:** KOGEN ENTERPRISES  
**Defendant:** SANTANNA NATURAL GAS CORP  
**Where filed:** DU PAGE COUNTY CIRCUIT COURT, WHEATON, IL

**Date status attained:** 07/14/1997  
**Date filed:** 07/14/1997  
**Latest Info Received:** 08/05/1997  
 On 10/28/97, Sean O'Brien, Controller, SANTANNA NATURAL GAS CORP, stated the above suit is in dispute with the plaintiff and a counter-suit has been filed.

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

## UCC FILINGS

**Collateral:** Accounts receivable and proceeds - Oil, gas and minerals and proceeds  
**Type:** Original  
**Sec. party:** AQUILA ENERGY MARKETING CORP, OMAHA, NE  
**Debtor:** SANTANNA NATURAL GAS CORP  
**Filing number:** 003901469  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL

**Date filed:** 08/31/1998  
**Latest Info Received:** 10/02/1998

**Collateral:** Accounts receivable and proceeds - Oil, gas and minerals and proceeds - Equipment and proceeds  
**Type:** Original  
**Sec. party:** J D SMITH & T WAYNE GATLIN, AUSTIN, TX  
**Debtor:** SANTANNA NATURAL GAS CORP  
**Filing number:** 003901468  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL

**Date filed:** 08/31/1998  
**Latest Info Received:** 10/02/1998

**Collateral:** Assets and proceeds - Account(s) and proceeds - General intangibles(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds  
**Type:** Original  
**Sec. party:** MERRILL LYNCH BUSINESS FINANCIAL SERVICES INC., CHICAGO, IL  
**Debtor:** SANTANNA NATURAL GAS CORPORATION and OTHERS  
**Filing number:** 00571038  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

**Date filed:** 08/25/2000  
**Latest Info Received:** 09/14/2000

**Collateral:** Oil, gas and minerals and proceeds  
**Type:** Original  
**Sec. party:** AQUILA ENERGY MARKETING CORPORATION, OMAHA, NE  
**Debtor:** SANTANNA NATURAL GAS CORPORATION  
**Filing number:** 98173951  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

**Date filed:** 08/26/1998  
**Latest Info Received:** 09/18/1998

**Collateral:** Business machinery/equipment  
**Type:** Original  
**Sec. party:** IKON OFFICE SOLUTIONS, AUSTIN, TX  
**Debtor:** SANTANNA NATURAL GAS  
**Filing number:** 98010875  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

**Date filed:** 01/16/1998  
**Latest Info Received:** 02/06/1998

**Collateral:** Leased Computer equipment and proceeds  
**Type:** Original  
**Sec. party:** DELL FINANCIAL SERVICES, L.P., AUSTIN, TX  
**Debtor:** SANTANNA NATURAL GAS CORP  
**Filing number:** 020034175890  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

**Date filed:** 06/18/2002  
**Latest Info Received:** 07/01/2002

**Type:** Original  
**Sec. party:** DELL FINANCIAL SERVICES, L.P., AUSTIN, TX  
**Debtor:** SANTANNA NATURAL GAS CORP.  
**Filing number:** 020035989076  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

**Date filed:** 07/03/2002  
**Latest Info Received:** 07/09/2002

**Type:** Amendment  
**Sec. party:** AQUILA ENERGY MARKETING CORPORATION, OMAHA, NE  
**Debtor:** SANTANNA NATURAL GAS CORPORATION  
**Filing number:** 0200091589  
**Filed with:** SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

**Date filed:** 11/09/2001  
**Latest Info Received:** 01/21/2002  
**Original UCC filed date:** 08/26/1998  
**Original filing no.:** 9800173951

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

#### GOVERNMENT ACTIVITY

##### Activity summary

|                                         |    |
|-----------------------------------------|----|
| Borrower (Dir/Guar):                    | NO |
| Administrative debt:                    | NO |
| Contractor:                             | NO |
| Grantee:                                | NO |
| Party excluded from federal program(s): | NO |

##### Possible candidate for socio-economic program consideration

|                     |            |
|---------------------|------------|
| Labor surplus area: | N/A        |
| Small Business:     | YES (2002) |
| 8(A) firm:          | N/A        |

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.